

Privacy Act Statement. Every registration statement, short form registration statement, supplemental statement, exhibit, amendment, copy of informational materials or other document or information filed with the Attorney General under this Act is a public record open to public examination, inspection and copying during the posted business hours of the Registration Unit in Washington, D.C. One copy of every such document, other than informational materials, is automatically provided to the Secretary of State pursuant to Section 6(b) of the Act, and copies of any and all documents are routinely made available to other agencies, departments and Congress pursuant to Section 6(c) of the Act. The Attorney General also transmits a semi-annual report to Congress on the Administration of the Act which lists the names of all agents registered under the Act and the foreign principals they represent. This report is available to the public. Finally, the Attorney General intends, at the earliest possible opportunity, to make these public documents available on the Internet on the Department of Justice World Wide Web site.

Public Reporting Burden. Public reporting burden for this collection of information is estimated to average .49 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden to Chief, Registration Unit, Criminal Division, U.S. Department of Justice, Washington, DC 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, DC 20503.

*Furnish this exhibit for EACH foreign principal listed in an initial statement  
and for EACH additional foreign principal acquired subsequently.*

1. Name and address of registrant Hogan & Hartson 555 13th Street, NW Washington, DC 20004		2. Registration No.  2244
3. Name of foreign principal Defense Analyses Institute	4. Principal address of foreign principal Stadiou 2 Athens 10564 GREECE	
5. Indicate whether your foreign principal is one of the following:  <input type="checkbox"/> Foreign government  <input type="checkbox"/> Foreign political party  <input type="checkbox"/> Foreign or domestic organization: If either, check one of the following: <div style="display: flex; justify-content: space-between;"><div><input type="checkbox"/> Partnership  <input type="checkbox"/> Corporation  <input type="checkbox"/> Association</div><div><input type="checkbox"/> Committee  <input type="checkbox"/> Voluntary group  <input checked="" type="checkbox"/> Other (specify) <u>Think Tank</u></div></div> <input type="checkbox"/> Individual-State nationality _____		
6. If the foreign principal is a foreign government, state: a) Branch or agency represented by the registrant.  b) Name and title of official with whom registrant deals. <span style="float: right;">N/A</span>		
7. If the foreign principal is a foreign political party, state: a) Principal address. <span style="float: right;">see Item #9</span>  b) Name and title of official with whom registrant deals.  c) Principal aim		

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8. If the foreign principal is not a foreign government or a foreign political party,

a) State the nature of the business or activity of this foreign principal

b) Is this foreign principal

Supervised by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☒

Owned by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☒

Directed by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☒

Controlled by a foreign government, foreign political party, or other foreign principal Yes ☒ No ☐

Financed by a foreign government, foreign political party, or other foreign principal Yes ☒ No ☐

Subsidized in part by a foreign government, foreign political party, or other foreign principal Yes ☒ No ☐

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9. Explain fully all items answered "Yes" in Item 8(b). (If additional space is needed, a full insert page must be used.)

The Defense Analyses Institute is an entity functioning according to the Greek private law, but established by a Presidential Decree. The Director, the Scientific Board and the Advisory Board are its organs and are nominated by the Minister of Defense. The Institute is financed by the Ministry of Defense but it is entitled to accept private donations and acquire resources from other private activities.


The Institute is an organization who purpose is to further political or public interests with respect to the policies of the Ministry of Defense for the Government of Greece.

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10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it.

N/A

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Date of Exhibit A July 2, 1999	Name and Title W. Michael House Partner	Signature 
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INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements, or, where no contract exists, a full statement of all the circumstances by reason of which the registrant is acting as an agent of a foreign principal. One original and two legible photocopies of this form shall be filed for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

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Public Reporting Burden. Public reporting burden for this collection of information is estimated to average .33 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden to Chief, Registration Unit, Criminal Division, U.S. Department of Justice, Washington, DC 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, DC 20503.

1. Name of Registrant

Hogan & Hartson, L.L.P

2. Registration No.

2244

3. Name of Foreign Principal

Defense Analyses Institute

Check Appropriate Boxes:

4. ☒ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach a copy of the contract to this exhibit.

5. ☐ There is no formal written contract between the registrant and the foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach a copy of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.

6. ☐ The agreement or understanding between the registrant and the foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and expenses, if any, to be received.

7. Describe fully the nature and method of performance of the above indicated agreement or understanding.

see Item #8

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8. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

From time to time, we will communicate with the Executive Branch officials, members of the U.S. Senate and House of Representatives and their staff, relating to matters that affect or relate to the current and future interests of one or more of the foreign principals.

9. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act and in the footnote below? Yes ☒ No ☐

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

In connection with the legal work performed on behalf of this foreign principal, the registrant may from time to time meet with U.S. Government officials, the media and the public regarding the administrative or policy actions that affect the current and future interests of the foreign principal.

Date of Exhibit B July 2, 1999	Name and Title W. Michael House Partner	Signature 
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Footnote: Political activity as defined in Section 1(o) of the Act means any activity which the person engaging in believes will, or that the person intends to, in any way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political interests, policies, or relations of a government of a foreign country or a foreign political party.

# HOGAN & HARTSON LLP

WILLIAM MIKE HOUSE  
PARTNER  
(202) 637-5636  
WMH@DC2.HHLAW.COM

March 11, 1999

COLUMBIA SQUARE  
555 THIRTEENTH STREET, NW  
WASHINGTON, DC 20004-1109  
TEL (202) 637-5600  
FAX (202) 637-5910

## ***PRIVILEGED & CONFIDENTIAL***

Professor Yannis Drossos  
Director  
The Defense Analyses Institute  
Stadiou 2-4  
Athens 105 64, Greece

Dear Mr. Drossos:

We are pleased that the Defense Analyses Institute has engaged Hogan & Hartson L.L.P. ("Hogan & Hartson" or "the Firm") to represent the Institute with respect to government relations issues as described below.


This letter (the "Agreement") is intended to formalize our retention, as required by applicable Rules of Professional Conduct. It sets forth how we propose to staff the matter, describes the billing arrangements, and addresses certain conflict of interest understandings.

We will provide advice and representation to the Institute with respect to relations between the Hellenic Republic and the Government of the United States, with particular emphasis on the policies impacting the defense of the Hellenic Republic. Please see attachment for the scope of service.

Chris Warnke and I will have primary responsibility for the matter, with assistance as required from other Hogan & Hartson lawyers. It is anticipated that attorneys of Hogan & Hartson will devote approximately 60 hours each month to this matter.

We will provide our services for a monthly retainer of \$15,000.00 and other charges (other charges being billed in accordance with the attached schedule). We will provide you with a detailed description of those services and charges. Payment will be due within 30 days of your receipt of our statement. We will waive our standard practice and not require an advance retainer.

This Agreement shall come into effect upon signing, and, unless terminated earlier, as set forth below, shall remain in effect for six months. This Agreement may be renewed for an additional period of six months upon mutual written agreement prior to September 30, 1999.



HOGAN & HARTSON LLP

Professor Yannis Drossos  
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March 11, 1999  
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This Agreement, and any renewal thereof, may be terminated at any time by the Institute, upon written notice to me or Bob Glen Odle, the Managing Partner of Hogan & Hartson. After any such termination, the Institute shall remain responsible for paying for ~~legal~~ services or other charges incurred by Hogan & Hartson through the date of receipt of the notice of termination.

Under  
this  
Agreement

The Institute and Hogan & Hartson agree that Hogan & Hartson is an independent contractor and that this agreement is not intended to create any agency relationship of any kind. Hogan & Hartson will, as an independent contractor, be solely responsible for all taxes, insurance and other obligations vis-à-vis third parties, unless the Institute otherwise agrees in writing.

Hogan & Hartson has an ethical obligation to maintain client confidences and will take all reasonable steps not to reveal or allow to be revealed at any time any confidential information with respect to the affairs of the Institute without the prior consent of the Institute, and to maintain the confidentiality of any information entrusted to Hogan & Hartson pursuant to its representation of the Institute.

Writing

Hogan & Hartson is a large law firm with multiple offices both in the United States and abroad. We may currently or in the future represent one or more other clients involved in transactions or having other contacts with the Institute and/or its affiliates. We understand that the Institute consents to the firm's current and future representation of any such other clients without the need for any further consents from the Institute, as long as there is no ~~direct~~ conflict of interest. We understand that no such direct conflict would exist where the representation of another client is not substantially and adversely related to the matters the firm is handling for the Institute, or where the firm's representation of either the Institute or another client involves legislative issues, policy issues, or administrative proceedings unrelated to the representation of the other. We do not view this advance consent to permit unauthorized disclosure or use of any client confidences.

Please note that, under certain circumstances, lawyers who lobby officials of the executive or legislative branches or federal agencies must publicly disclose such activities under the Foreign Agents Registration Act and the Lobbying Disclosure Act. If our activities on behalf of the Institute trigger the Act's registration and reporting requirements, we will have to file reports disclosing our representation of the Institute, the general nature of our "lobbying" activities on behalf of the Institute, and the firm's income from such activities.

Either party's waiver or failure to exercise any right provided for in this Agreement shall not be deemed to constitute a waiver of any other or future right under this Agreement.

In uncertain cases, previous consultations with the Institute will occur.

HOGAN & HARTSON L.L.P.

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This Agreement shall be binding on the parties, and on their successors and assigns, without regard to whether it is expressly acknowledged in any instrument of succession or assignment.

This Agreement constitutes the entire Agreement between the parties and supersedes all prior written or oral Agreements.

Notices required by this Agreement shall be in writing and shall be delivered by hand, mail or any other reliable means of delivery. All notices and other communications under this Agreement shall be sent to the party's address as indicated in this Agreement, or at such other address as the notified party shall have specified in writing to the party giving the notice.

If the above correctly reflects our understanding, please sign, date, and return to me the enclosed copy of this letter. If you have any questions regarding any aspects of our representation, please call me.

We look forward to working with you and your Institute.

Sincerely,

HOGAN & HARTSON, L.L.P.

By W. Mike House  
W. Mike House, Partner

The Defense Analyses Institute

By Yannis Drossos  
Professor Yannis Drossos,  
Director

Date 15 March 1999

Attachment

HOGAN & HARTSON LLP

Professor Yannis Drossos  
The Defense Analyses Institute  
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### STANDARD SCHEDULE OF OTHER CHARGES

Other charges incurred in connection with this representation will be billed on the following basis until further notice: secretarial overtime resulting from time-sensitive or unusual requests from clients at \$32/hour; other staff at \$20/hour; outgoing facsimiles at discounted AT&T Direct Dial Long Distance rates (described below) plus \$1.50 per page; in-house photocopying at \$0.20/page; ~~Word Processing at \$25/hour for operators and \$35/hour for proofreaders~~; \$1.80 binding charges for letter-size documents and \$2.10 for legal-size documents; and long distance charged at approximately 56% of standard AT&T Direct Dial Long Distance rates based on a negotiated volume discount. The following items are billed at actual cost: computerized research, Federal Express and other overnight delivery services, postage, outside messengers, outside photocopies, transcripts, food services, and all additional charges.

Word Processing overtime at \$ 25/hour  
for operators and 35 \$/hour for proofreaders

the necessary additional charge to be  
classified within seven days from now  
L and agreed

Additional

15/3/99

Reg



## SCOPE OF SERVICES

The scope of services to be offered by Hogan & Hartson to the Institute of Defense Analyses will generally but not conclusively encompass the following:

- Provide monitoring services (including the necessary reports) related to all forms of US governmental activities (including the Administration and Congress) and which may have an impact on the overall defense interests of the Hellenic Republic and to all relative non-governmental entities including think-tanks and academic institutions;
- Establish and maintain the appropriate contacts with the above mentioned entities which include the Administration, Congress and non-governmental organizations as noted above;
- \* Establish and maintain the necessary contacts with all forms of the media;
- Provide analytical services including special reports and advice on proposed policies impacting defense matters in the Hellenic Republic;
- Monthly reports will be provided covering the activities of Hogan & Hartson under this agreement.

15/3/1997

A handwritten signature, possibly reading "Klein", written in black ink. The signature is stylized and appears to be written over a horizontal line.